

Protest # \_\_\_\_\_

Class \_\_\_\_\_

**PETITION TO THE BOARD OF REVIEW**  
 111 COURT AVENUE  
 ROOM 195 POLK COUNTY ADMINISTRATIVE OFFICE BUILDING  
 DES MOINES, IOWA 50309

**Must be filed or mailed from April 7 through and including May 5.**

District \_\_\_\_\_ Parcel \_\_\_\_\_

(from the Assessor's Office)

To the Honorable Board of Review of the Polk County, Iowa:

120-00186-004-002

The undersigned (**Owner**) Menard, Inc c/o James Blake, Paradigm Tax Group (Agent)

As owner or aggrieved taxpayer of the following described property situated in Polk County, Iowa.

Street or Legal Address 6000 SE 14th Street

and as such, liable for the payment of taxes thereon, both general and special, does hereby respectfully object to the assessment

made against said property as of January 1, 2015, in the sum of \$ 10,240,000 for the following

reasons, and upon the following grounds, to-wit: Complete all grounds that apply.

1.a. (1)(a). That said assessment is not equitable as compared with the assessments of other like property in the Taxing District.

| Tax District / Parcel | Street Address | Assessment |
|-----------------------|----------------|------------|
|                       |                |            |
|                       |                |            |
|                       |                |            |
|                       |                |            |

1.a. (1)(b). That said property is assessed for more than the value authorized by law (which is the market value for all classes of property except agricultural); that \$ 8,670,000 is its actual value and is a fair assessment

1.a. (1)(c). That said property is not assessable, is exempt from taxes, or is misclassified for the following reasons, to-wit:

1.a. (1)(d). That there is an error in the assessment as follows:

1.a. (1)(e). That there is fraud in the assessment as follows:

1.a. (2). That there has been a change downward in value since the last assessment. (Section 441.35, Code of Iowa)

WHEREFORE, the undersigned respectfully requests that the assessment against said property be reduced to an amount that is fair, equitable, and just, or canceled if property is not assessable.

**An oral hearing is Requested.** ☒ Yes ☐ NoOral hearings are held weekday mornings beginning May 1st. If you request a hearing, you will receive a written notice of the date and time. List any Date/Times you are **UNABLE** to attend May 15Respectfully submitted, on this 5/5/15 Date

By \_\_\_\_\_

Signature of Owner or Duly Authorized Agent

**BOARD OF REVIEW ACTION**

Petition Denied [ ] Assessment Changed [ ]

Land \$ \_\_\_\_\_ Bldg \$ \_\_\_\_\_

TOTAL \$ \_\_\_\_\_

CLASS CHANGE to: AG RES COMM IND EXEMPT

Chairperson \_\_\_\_\_

Date \_\_\_\_\_

Telephone Number

Home \_\_\_\_\_  
Bus \_\_\_\_\_**IMPORTANT, please indicate to whom Board notices should be sent:**Name: James Blake, Paradigm Tax GroupStreet: 30 N. LaSalle, #2330City: ChicagoState: ILZip: 60602



May 5, 2015

**Via Certified Mail**

Board of Review  
Polk County Iowa  
111 Court Avenue  
Polk County Administrative Office Building  
Room 195  
Des Moines, IA 50309

**Re: 2015 Commercial Appeal**  
6000 SE 14<sup>th</sup> Street  
Polk County  
Permanent Index Number(s): 120-00156-004-002

Dear Polk County Board of Review:

This narrative brief and the enclosed valuation information support the appeal for the property referenced above ("subject property"). Paradigm Tax Group has been engaged by the taxpayer who owns the property located at 6000 SE 14<sup>th</sup> Street, IA. Upon review, the current assessment appears overstated at approximately \$63.72 per square foot. Based on our experience with similar facilities and through conversations with local real estate professionals, we feel the fair market value for this property is lower than the current assessment. Paradigm has provided an income approach and sales comparison approach to value for your review. Enclosed, please find the following documents in support of our appeal:

- 2015 Petition Form;
- Signed Client Authorization;
- Income Analysis
- Sales Comparison Analysis.

To the best of my knowledge, the subject property is not currently for sale nor has it received any offers to purchase or solicitations of interest. I am also unaware of any appraisals or written opinions of value relating to the subject property within the last three years.

**Description of the Subject Property**

The subject property is a retail building which consists of 160,680 square feet and was built in 1997.

**Proposed 2015 Assessment**

The subject property's proposed 2015 assessment is \$10,240,000 (FMV) or \$63.72 per square foot. Based on the enclosed evidence, we feel the subject property's proposed 2015 assessment is excessive.

**Suggested 2015 Assessment**

In arriving at an estimate of fair market value for the subject property, we have considered and provided a sales comparison analysis and income analysis approach to valuation.

**Sales Comparison Analysis**

The sales comparable analysis provides an average of \$53.84/SF providing a value of \$8,651,011 for the retail store (160,680 sf).

|              |            |                           |
|--------------|------------|---------------------------|
| Retail Store | 160,680 sf | \$ 8,651,011 (\$53.84/SF) |
|--------------|------------|---------------------------|

**Market Income Analysis**

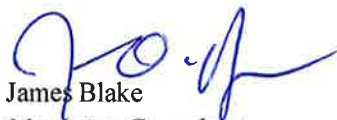
The income analysis provides a value of \$8,680,000 (\$54.02/SF) for the retail store.

|              |            |                           |
|--------------|------------|---------------------------|
| Retail Store | 160,680 sf | \$ 8,680,000 (\$54.02/SF) |
|--------------|------------|---------------------------|

In light of the aforementioned, Paradigm Tax Group respectfully requests that the subject property's 2015 assessment be reduced from \$10,240,000 to \$8,670,000. **Based on the information provided, our estimate of fair market value is \$8,670,000 or \$53.96 per square foot.** Thank you in advance for your cooperation and consideration of this matter. If you have any questions, please feel free to contact me at (312) 252-0324.

Respectfully submitted,

Paradigm Tax Group



James Blake

*Managing Consultant*

Chicago, IL

[jblake@paradihmtax.com/312.252.0324](mailto:jblake@paradihmtax.com/312.252.0324) (office)

Attachments



## Letter of Authorization

**To: Ad Valorem Tax Authorities and Others To Whom It May Concern**

This letter will introduce the consulting firm of PARADIGM TAX GROUP, which is authorized to represent us concerning Ad Valorem Taxes on real property for 2015. This authorization letter will supersede any previous letters of authorization on file.

PARADIGM TAX GROUP is authorized to file real estate returns, to review and receive copies of any prior tax year's tax returns, to investigate appraisals and assessments, to submit income and expense information, to appeal property values and assessments, to receive tax bills, to appear before administrative boards or agencies, and to prepare to take such actions in our offices as necessary to effectuate same. PARADIGM TAX GROUP is authorized to act as agent, and/or attorney in fact, with those aforementioned rights on the property owned or controlled by the undersigned entity.

The rights, powers, and authorization of PARADIGM TAX GROUP herein granted shall commence upon the execution of this letter of authorization and shall terminate upon written notification indicating otherwise.

### IN WITNESS WHEREOF:

The undersigned has hereunto set our hands and affixed our seals this the 20<sup>th</sup> day of February, 2015.



Signed, sealed, and delivered in the presence of:

Michael Hanna

[Signature]

Notary Public

ACCEPTED:

**Menard, Inc.**

Signature

[Signature]

Print Name:

Daniel J. Michlig

Title:

Tax Manager

Date:

2/20/15

Telephone  
Number:

(715) 816-2297

6020 SE 14<sup>th</sup>

## **SALES COMPARABLES**

6000 SE 14th

| 6000 SE 14th Street Des Moines, IA       |                 |               |            |                 |                |                     |         |            |  |
|--|-----------------|---------------|------------|-----------------|----------------|---------------------|---------|------------|--|
| Address                                  | Parcel(s)       | Property Type | Sales Date | SF              | Purchase Price | Purchase Price / SF | Acreage | Year Built |  |
| 4501 Southern Hills Dr<br>Sioux City, IA | 88471702003     | Retail        | 6/24/2014  | 106,795         | \$ 8,240,000   | \$ 77.16            | 12.14   | 1987       |  |
| 5911 University Ave<br>Cedar Falls, IA   | 8913-19-126-060 | Retail        | 12/1/2012  | 86,584          | \$ 8,050,000   | \$ 92.97            | 2.88    | 2001       |  |
| 6001 Gordon Dr<br>Sioux City, IA         | 8.94631E+11     | Retail        | 8/9/2012   | 103,462         | \$ 2,650,000   | \$ 25.61            | 11.07   | 1990       |  |
| 4800 Elmore Ave<br>Davenport, IA         | N0849-01A       | Retail        | 12/1/2014  | 147,000         | \$ 6,250,000   | \$ 42.52            | 10.48   | 1998       |  |
| 301 S 29th St<br>Fort Dodge, IA          | 07-21-451-004   | Retail        | 1/30/2015  | 87,042          | \$ 3,800,000   | \$ 43.66            | 5.13    | 1985       |  |
| 5355 NW 86th St<br>Johnston, IA          |                 | Retail        | 12/2/2014  | 146,003         | \$ 6,000,000   | \$ 41.10            | 10.00   | 2000       |  |
|  |                 |               |            | AVERAGE:        | \$             | 53.84               |         |            |  |
|  |                 |               |            | MEDIAN          | \$             | 43.09               |         |            |  |
|  |                 |               |            | Subject's SF    |                | 160,680             |         |            |  |
|  |                 |               |            | Indicated Value |                | \$ -                |         |            |  |

|                     |                         |
|---------------------|-------------------------|
| <b>Subject:</b>     | Square Footage: 160,680 |
| 6000 SE 14th Street | Year Built: 1997        |
| Retail              | Acres: 19.54            |
| Single Tenant       |                         |

**4501 Southern Hills Dr**

Southern Square  
Sioux City, IA 51106

**Storefront (Neighborhood Center) Building of 106,795 SF Sold  
on 6/24/2014 for \$8,240,000 - Research Complete**

**buyer**

**Marathon Ventures Inc.**  
**901 Fort Crook Rd N**  
**Bellevue, NE 68005**  
**(402) 934-8210**

**seller**

**L.S. Sioux City Associates, L.P.**  
**6310 Lamar Ave**  
**Overland Park, KS 66202**  
**(913) 384-2900**

**vital data**

|                   |                      |                     |                                    |
|-------------------|----------------------|---------------------|------------------------------------|
| Escrow/Contract:  | -                    | Sale Price:         | <b>\$8,240,000</b>                 |
| Sale Date:        | <b>6/24/2014</b>     | Status:             | <b>Confirmed</b>                   |
| Days on Market:   | <b>63 days</b>       | Building SF:        | <b>106,795 SF</b>                  |
| Exchange:         | <b>Yes</b>           | Price/SF:           | <b>\$77.16</b>                     |
| Conditions:       | <b>1031 Exchange</b> | Pro Forma Cap Rate: | -                                  |
| Land Area SF:     | <b>528,818</b>       | Actual Cap Rate:    | <b>9.06%</b>                       |
| Acres:            | <b>12.14</b>         | Down Pmnt:          | <b>\$2,472,000</b>                 |
| \$/SF Land Gross: | <b>\$15.58</b>       | Pct Down:           | <b>30.0%</b>                       |
| Year Built, Age:  | <b>1987 Age: 27</b>  | Doc No:             | <b>000000014965</b>                |
| Parking Spaces:   | <b>700</b>           | Trans Tax:          | -                                  |
| Parking Ratio:    | <b>6.14/1000 SF</b>  | Corner:             | <b>No</b>                          |
| FAR               | <b>0.20</b>          | Zoning:             | <b>BG-C</b>                        |
| Lot Dimensions:   | -                    | No Tenants:         | <b>20</b>                          |
| Frontage:         | -                    | Percent Improved:   | -                                  |
| Tenancy:          | <b>Multi</b>         | Submarket:          | -                                  |
| Comp ID:          | <b>3066068</b>       | Map Page:           | -                                  |
|                   |                      | Parcel No:          | <b>884717102003 [Partial List]</b> |
|                   |                      | Property Type:      | <b>Retail</b>                      |

**Income expense data**

|                   |                       |                  |
|-------------------|-----------------------|------------------|
| <b>Net Income</b> | Net Operating Income  | <b>\$746,240</b> |
|                   | - Debt Service        |                  |
|                   | - Capital Expenditure |                  |
|                   | Cash Flow             |                  |

**Listing Broker**

**Colliers International**  
**6464 Center St**  
**Omaha, NE 68106**  
**(402) 345-5886**  
**Adam Marek, Jeffrey Wyatt**

**Buyer Broker**

**Colliers International**  
**6464 Center St**  
**Omaha, NE 68106**  
**(402) 345-5866**  
**Erik Wagner**

**financing**

**5911 University Ave**

Kohl's - Black Hawk Village Shopping Center  
Cedar Falls, IA 50613

**Freestanding (Community Center) Building of 86,584 SF Sold  
on 12/7/2012 for \$8,050,000 - Research Complete**

**buyer**

**Cole Real Estate Income Strategy (Daily NAV), Inc.**  
2325 E Camelback Rd  
Phoenix, AZ 85016  
(602) 778-8700

**seller**

**Cedar Falls Investments LLC**  
c/o John Rubenstein  
6310 Lamar Ave  
Mission, KS 66202

**vital data**

|                   |                              |                     |                        |
|-------------------|------------------------------|---------------------|------------------------|
| Escrow/Contract:  | -                            | Sale Price:         | <b>\$8,050,000</b>     |
| Sale Date:        | <b>12/7/2012</b>             | Status:             | <b>Confirmed</b>       |
| Days on Market:   | -                            | Building SF:        | <b>86,584 SF</b>       |
| Exchange:         | <b>No</b>                    | Price/SF:           | <b>\$92.97</b>         |
| Conditions:       | <b>Investment Triple Net</b> | Pro Forma Cap Rate: | -                      |
| Land Area SF:     | <b>125,453</b>               | Actual Cap Rate:    | <b>7.29%</b>           |
| Acres:            | <b>2.88</b>                  | Down Pmnt:          | -                      |
| \$/SF Land Gross: | <b>\$64.17</b>               | Pct Down:           | -                      |
| Year Built, Age:  | <b>2001 Age: 11</b>          | Doc No:             | -                      |
| Parking Spaces:   | -                            | Trans Tax:          | -                      |
| Parking Ratio:    | -                            | Cornr:              | <b>No</b>              |
| FAR               | <b>0.69</b>                  | Zoning:             | -                      |
| Lot Dimensions:   | -                            | No Tenants:         | <b>1</b>               |
| Frontage:         | -                            | Percent Improved:   | -                      |
| Tenancy:          | <b>Single</b>                | Submarket:          | -                      |
| Comp ID:          | <b>2637846</b>               | Map Page:           | -                      |
|                   |                              | Parcel No:          | <b>8913-19-126-060</b> |
|                   |                              | Property Type:      | <b>Retail</b>          |

**Income expense data**

|                 |                      |                  |
|-----------------|----------------------|------------------|
| <b>Expenses</b> | - Taxes              | <b>\$200,728</b> |
|                 | - Operating Expenses |                  |
|                 | Total Expenses       | <b>\$200,728</b> |

**Listing Broker****Buyer Broker**

**No Buyer Broker on Deal**

**financing**



**6001 Gordon Dr**

Eastgate Center  
Sioux City, IA 51106

**Garden Center Building of 103,462 SF Sold on 8/9/2012 for  
\$2,650,000 - Research Complete**

buyer

**United Commercial Real Estate**  
302 Jones St  
Sioux City, IA 51101  
(712) 224-2727

seller

**L & L Book Properties**  
2201 4th St  
Sioux City, IA 51101  
(712) 255-6966

**vital data**

|                   |                                 |                     |                     |
|-------------------|---------------------------------|---------------------|---------------------|
| Escrow/Contract:  | -                               | Sale Price:         | <b>\$2,650,000</b>  |
| Sale Date:        | <b>8/9/2012</b>                 | Status:             | <b>Confirmed</b>    |
| Days on Market:   | <b>331 days</b>                 | Building SF:        | <b>103,462 SF</b>   |
| Exchange:         | <b>No</b>                       | Price/SF:           | <b>\$25.61</b>      |
| Conditions:       | -                               | Pro Forma Cap Rate: | -                   |
| Land Area SF:     | <b>482,209</b>                  | Actual Cap Rate:    | <b>15.91%</b>       |
| Acres:            | <b>11.07</b>                    | Down Pmnt:          | -                   |
| \$/SF Land Gross: | <b>\$5.50</b>                   | Pct Down:           | -                   |
| Year Built, Age:  | <b>1990 Age: 22</b>             | Doc No:             | -                   |
| Parking Spaces:   | <b>204</b>                      | Trans Tax:          | -                   |
| Parking Ratio:    | <b>2.24/1000 SF</b>             | Cornr:              | <b>No</b>           |
| FAR               | <b>0.21</b>                     | Zoning:             | -                   |
| Lot Dimensions:   | -                               | Percent Improved:   | <b>36.5%</b>        |
| Frontage:         | <b>603 feet on 158th Street</b> | Submarket:          | -                   |
| Tenancy:          | <b>Single</b>                   | Map Page:           | -                   |
| Comp ID:          | <b>2553996</b>                  | Parcel No:          | <b>894631300054</b> |
|                   |                                 | Property Type:      | <b>Retail</b>       |

**income expense data**

|                             |                       |                  |
|-----------------------------|-----------------------|------------------|
| <b>Expenses</b>             | - Taxes               | <b>\$125,742</b> |
|                             | - Operating Expenses  |                  |
|                             | Total Expenses        | <b>\$125,742</b> |
| <b>Estimated Net Income</b> | Net Operating Income  | <b>\$421,850</b> |
|                             | - Debt Service        |                  |
|                             | - Capital Expenditure |                  |
|                             | Cash Flow             |                  |

**Listing Broker**

**United Commercial Real Estate**  
302 Jones St  
Sioux City, IA 51101  
(712) 224-2727  
Dick Salem

**Buyer Broker**

**United Commercial Real Estate**  
302 Jones St  
Sioux City, IA 51101  
(712) 224-2727  
Dick Salem

**financing**

**4800 Elmore Ave**

Shoppes at 53rd and Elmore  
Davenport, IA 52807

**Freestanding (Community Center) Building of 147,000 SF Sold  
on 12/1/2014 for \$6,250,000 - Research Complete**

buyer

**Furn Usa-ia Llc**  
**140 E Hinks Ln**  
**Sioux Falls, SD 57104**

seller

**Collins Properties Llc**

**vital data**

|                   |  |                     |                          |
|-------------------|--|---------------------|--------------------------|
| Escrow/Contract:  | -  | Sale Price:         | <b>\$6,250,000</b>       |
| Sale Date:        | <b>12/1/2014</b>                                 | Status:             | -                        |
| Days on Market:   | <b>173 days</b>                                  | Building SF:        | <b>147,000 SF</b>        |
| Exchange:         | <b>No</b>  | Price/SF:           | <b>\$42.52</b>           |
| Conditions:       | -  | Pro Forma Cap Rate: | -                        |
| Land Area SF:     | <b>456,509</b>                                   | Actual Cap Rate:    | -                        |
| Acres:            | <b>10.48</b>                                     | Down Pmnt:          | -                        |
| \$/SF Land Gross: | <b>\$13.69</b>                                   | Pct Down:           | -                        |
| Year Built, Age:  | <b>1998 Age: 16</b>                              | Doc No:             | <b>000000030991</b>      |
| Parking Spaces:   | <b>300</b>                                       | Trans Tax:          | -                        |
| Parking Ratio:    | <b>2.24/1000 SF</b>                              | Cornr:              | <b>No</b>                |
| FAR:              | <b>0.32</b>                                      | Zoning:             | <b>Commercial</b>        |
| Lot Dimensions:   | -  | No Tenants:         | <b>1</b>                 |
| Frontage:         | <b>339 feet on Elmore Ave (with 2 curb cuts)</b> | Percent Improved:   | <b>82.8%</b>             |
| Tenancy:          | <b>Multi</b>                                     | Submarket:          | <b>Greater Davenport</b> |
| Comp ID:          | <b>3190654</b>                                   | Map Page:           | -                        |
|                   |  | Parcel No:          | <b>N0849-01A</b>         |
|                   |  | Property Type:      | <b>Retail</b>            |

**income expense data****Listing Broker**

**Senior Care Realty**  
**425 W Main St**  
**Sun Prairie, WI 53590**  
**(877) 834-4175**  
**Mike Collins**

**Buyer Broker****financing**

**301 S 29th St**

Fort Dodge, IA 50501

**Freestanding (Neighborhood Center) Building of 87,042 SF**  
**Sold on 1/30/2015 for \$3,800,000 - Research Complete****buyer****L3 Investment Properties, LLC**  
**211 N Lindbergh Blvd**  
**Creve Coeur, MO 63141**  
**(314) 469-7400****seller****Rogers Commercial Properties**  
**60 NW Sheridan Rd**  
**Lawton, OK 73505**  
**(580) 355-6165****vital data**

|                   |                              |                     |                            |
|-------------------|------------------------------|---------------------|----------------------------|
| Escrow/Contract:  | -                            | Sale Price:         | <b>\$3,800,000</b>         |
| Sale Date:        | <b>1/30/2015</b>             | Status:             | <b>Confirmed</b>           |
| Days on Market:   | -                            | Building SF:        | <b>87,042 SF</b>           |
| Exchange:         | <b>No</b>                    | Price/SF:           | <b>\$43.66</b>             |
| Conditions:       | -                            | Pro Forma Cap Rate: | -                          |
| Land Area SF:     | <b>223,245</b>               | Actual Cap Rate:    | <b>7.60%</b>               |
| Acres:            | <b>5.13</b>                  | Down Pmnt:          | -                          |
| \$/SF Land Gross: | <b>\$17.02</b>               | Pct Down:           | -                          |
| Year Built, Age:  | <b>1985 Age: 30</b>          | Doc No:             | <b>000000000448</b>        |
| Parking Spaces:   | <b>498</b>                   | Trans Tax:          | -                          |
| Parking Ratio:    | <b>5.72/1000 SF</b>          | Cormer:             | <b>No</b>                  |
| FAR               | <b>0.39</b>                  | Zoning:             | <b>Artirial Commercial</b> |
| Lot Dimensions:   | -                            | No Tenants:         | <b>2</b>                   |
| Frontage:         | <b>418 feet on S 29th St</b> | Percent Improved:   | <b>86.8%</b>               |
| Tenancy:          | <b>Multi</b>                 | Submarket:          | -                          |
| Comp ID:          | <b>3232295</b>               | Map Page:           | -                          |
|                   |                              | Parcel No:          | <b>07-21-451-004</b>       |
|                   |                              | Property Type:      | <b>Retail</b>              |

**income expense data**

|                   |                       |                  |
|-------------------|-----------------------|------------------|
| <b>Net Income</b> | Net Operating Income  | <b>\$288,800</b> |
|                   | - Debt Service        |                  |
|                   | - Capital Expenditure |                  |
|                   | Cash Flow             |                  |

**Listing Broker****Landmark Western II**  
**7537 S Ivanhoe Cir**  
**Englewood, CO 80112**  
**(303) 221-8494**  
**Steven Moyer****Buyer Broker****No Buyer Broker on Deal****financing****1st Community Tr Bk**  
Bal/Pmt: **\$2,850,000****prior sale**Date/Doc No: **9/29/2011**  
Sale Price: **\$2,400,000**  
CompID: **2198075**

**5355 NW 86th St**

Johnston, IA 50131

**Department Store Building of 146,003 SF Sold on 12/2/2014 for \$6,000,000 - Research Complete****buyer****Goodwill Industries International, Inc.**  
4900 NE 22nd St  
Des Moines, IA 50313  
(515) 265-5323**seller****American TV & Appliance of Madison, Inc.**  
2404 W Beltline Hwy  
Madison, WI 53713  
(608) 271-1000**vital data**

Escrow/Contract: **90 days**  
 Sale Date: **12/2/2014**  
 Days on Market: **209 days**  
 Exchange: **No**  
 Conditions: -  
 Land Area SF: **435,600**  
 Acres: **10**  
 \$/SF Land Gross: **\$13.77**  
 Year Built, Age: **2000 Age: 14**  
 Parking Spaces: **363**  
 Parking Ratio: **2.48/1000 SF**  
 FAR: **0.34**  
 Lot Dimensions: -  
 Frontage: **813 feet on NW 86th ST**  
**574 feet on NW 54th Ave**  
 Tenancy: **Single**  
 Comp ID: **3178938**

Sale Price: **\$6,000,000**  
 Status: **Confirmed**  
 Building SF: **146,003 SF**  
 Price/SF: **\$41.10**  
 Pro Forma Cap Rate: -  
 Actual Cap Rate: -  
 Down Pmnt: **\$6,000,000**  
 Pct Down: **100.0%**  
 Doc No: -  
 Trans Tax: -  
 Corner: **No**  
 Zoning: **PUD**  
 Percent Improved: -  
 Submarket: **Western Suburbs**  
 Map Page: -  
 Parcel No: -  
 Property Type: **Retail**

**income expense data**

|                 |                       |                  |
|-----------------|-----------------------|------------------|
| <b>Expenses</b> | - Taxes               | <b>\$362,306</b> |
|                 | - Operating Expenses  |                  |
|                 | <b>Total Expenses</b> | <b>\$362,306</b> |

**Listing Broker****CBRE | Hubbell Commercial**  
6900 Westown Pky  
West Des Moines, IA 50265  
(515) 224-4900  
Tyler Dingel, Riley Hogan**Buyer Broker****NAI Optimum**  
1701 48th St  
West Des Moines, IA 50265  
(515) 309-4002  
Steve Scott**financing****prior sale**

|              |                    |
|--------------|--------------------|
| Date/Doc No: | <b>10/18/2013</b>  |
| Sale Price:  | <b>\$5,310,500</b> |
| CompID:      | <b>2878613</b>     |

## **LEASE COMPARABLES & MARKET INCOME**

# **6000 SE 14th Des Moines, IA**

| No. | Address                          | Property Type | Acreage | Year Built     | Rentable Building Area | Square Footage Available | Lease Type | Tenancy  | Rent/SF/Yr |
|-----|----------------------------------|---------------|---------|----------------|------------------------|--------------------------|------------|----------|------------|
| 1   | 2002 E Rodgewau Ave Waterloo, IA | Retail        | 14.25   | 1976           | 130,210                | 76,316                   | NNN        | Multiple | \$ 7.00    |
| 2   | 4000 Merle Hay Rd Des Moines, IA | Retail        | 12.86   | 1959           | 235,955                | 76,856                   | NNN        | Multiple | \$ 6.00    |
| 3   | 4800 Elmore Ave Davenport, IA    | Retail        | 10.48   | 1998           | 147,000                | 147,000                  | NNN        | Single   | \$ 7.25    |
| 4   | 3701 86th St Urbandale, IA       | Retail        | 12.90   | 1988           | 115,951                | 98,338                   | NNN        | Multiple | \$ 5.00    |
| 5   | 3303 86th St Urbandale, IA       | Retail        | 8.93    | 1989, rev 2007 | 81,936                 | 81,836                   | NNN        | Single   | \$ 5.00    |

## **Subject**

6000 SE 14th  
Retail  
Single Tenant

Square Footage: 160,680  
Year Built: 1997  
Acres: 19.54

**AVERAGE** \$ **6.05**

## Menard, Inc.

6000 SE 14th Street Des Moines, IA  
Income Approach

| Revenue                          |    | <i>Realistic</i> |
|----------------------------------|----|------------------|
| Gross Area                       |    | 160,680          |
| Net Rentable Area                |    | 160,680          |
| Potential Rent/SF                | \$ | 6.00             |
| Total Potential Income/unit      | \$ | 964,080          |
| 10% Vacancy/Credit Loss          | \$ | (96,408)         |
| Effective Gross Income           | \$ | 867,672          |
| Management Fees (5% of EGI)      | \$ | 43,384           |
| Replacement Reserves (5% of EGI) | \$ | 43,384           |
| Total Operating Expenses         | \$ | 86,767           |
| Net Operating Income             | \$ | 780,905          |
| Capitalization Rate              |    | 9.00%            |

|                             |    |           |
|-----------------------------|----|-----------|
| Estimated Fair Market Value | \$ | 8,676,720 |
| Rounded to                  | \$ | 8,680,000 |
| Price per Square Foot       | \$ | 54.02     |

**2015 FMV = \$10,240,000**

## 2002-2080 E Ridgeway Ave - Crossroads Plaza



Location: **Cluster**  
**Submarket**  
**Black Hawk County**  
**Waterloo, IA 50702**

Building Type: **Retail/(Community Center)**  
 Bldg Status: **Built 1976**  
 Building Size: **142,490 SF**  
 Typical Floor Size: **130,210 SF**  
 Stories: **1**  
 Land Area: **14.25 AC**  
 Total Avail: **76,316 SF**  
 % Leased: **48.6%**  
 Total Spaces Avail: **5**  
 Smallest Space: **900 SF**  
 Bldg Vacant: **73316**

Developer: -  
 Management: -  
 Recorded Owner: **Stanbran LLC**  
 Expenses: **2013 Tax @ \$0.63/sf**  
 Parcel Number: **8813-02-201-013, 8813-02-201-014**

Anchor Tenant(s): **Aaron's, Dollar General**  
 Amenities: **Signage**  
 Street Frontage: **1,598 feet on E Ridgeway Ave**  
**670 feet on Enterprise Ave**  
**514 feet on Sears**

Parking: **688 Surface Spaces are available; Ratio of 4.83/1,000 SF**

| Floor             | SF Avail | Floor Contig | Bldg Contig | Rent\$/SF/Yr + \$/sq | Occupancy  | Term     | Type   |
|-------------------|----------|--------------|-------------|----------------------|------------|----------|--------|
| P 1st / Suite 1AA | 62,950   | 62,950       | 62,950      | \$5.00-\$11.00/nnn   | Vacant     | 3-10 yrs | Direct |
| P 1st / Suite 2C  | 5,372    | 5,372        | 5,372       | \$5.00-\$11.00/nnn   | Vacant     | 3-5 yrs  | Direct |
| P 1st / Suite A   | 3,000    | 3,000        | 3,000       | \$5.00-\$11.00/nnn   | Negotiable | 3-5 yrs  | Direct |
| P 1st / Suite D   | 4,094    | 4,094        | 4,094       | \$6.50/nnn           | Vacant     | 3-5 yrs  | Direct |
| P 1st / Suite E   | 900      | 900          | 900         | \$5.00-\$11.00/nnn   | Vacant     | 3-5 yrs  | Direct |



## 4000 Merle Hay Rd



Location: **Western Suburbs Cluster**  
**Western Suburbs Submarket**  
**Polk County**  
**Des Moines, IA 50310**

Building Type: **Retail**  
 Bldg Status: **Built 1959**  
 Building Size: **236,955 SF**  
 Typical Floor Size: **235,955 SF**  
 Stories: **1**  
 Land Area: **12.86 AC**  
 Total Avail: **76,856 SF**  
 % Leased: **100%**  
 Total Spaces Avail: **1**  
 Smallest Space: **76,856 SF**  
 Bldg Vacant: **-**

Developer: -  
 Management: -  
 Recorded Owner: **SRC Facilities Statutory Trust 2003 A**  
 Expenses: **2013 Tax @ \$1.32/sf**  
 Parcel Number: **100-09472004001**

Amenities: **Energy Star Labeled**  
 Parking: -

| Floor | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Svs | Occupancy | Term       | Type   |
|-------|----------|--------------|-------------|------------------|-----------|------------|--------|
| P 1st | 76,856   | 76,856       | 76,856      | \$6.00/nnn       | 30 Days   | Negotiable | Direct |

## 4800 Elmore Ave - Shoppes at 53rd and Elmore



Location: **Greater Davenport Cluster**  
**Greater Davenport Submarket**  
**Scott County**  
**Davenport, IA 52807**

Building Type: **Retail/Freestanding (Community Center)**  
 Bldg Status: **Built 1998**  
 Building Size: **147,000 SF**  
 Typical Floor Size: **147,000 SF**  
 Stories: **1**  
 Land Area: **10.48 AC**  
 Total Avail: **147,000 SF**  
 % Leased: **0%**  
 Total Spaces Avail: **1**  
 Smallest Space: **147,000 SF**  
 Bldg Vacant: **147000**

Developer: -  
 Management: -  
 Recorded Owner: **Furn Usa-ia Llc**  
 Expenses: **2012 Tax @ \$2.87/sf**

Parcel Number: **N0849-01A**

Amenities: **Pylon Sign, Signage**

Street Frontage: **339 feet on Elmore Ave(with 2 curb cuts)**

Parking: **300 free Surface Spaces are available; Ratio of 2.24/1,000 SF**

| Floor           | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Svs | Occupancy | Term       | Type   |
|-----------------|----------|--------------|-------------|------------------|-----------|------------|--------|
| E 1st / Suite 1 | 147,000  | 147,000      | 147,000     | \$7.25/nnn       | Vacant    | Negotiable | Direct |

## 3701-3799 86th St - Parkwood Plaza



**Location:** Parkwood Plaza  
Western Suburbs Cluster  
Western Suburbs Submarket  
Polk County  
Urbandale, IA 50322

**Building Type:** Retail/(Community Center)  
**Bldg Status:** Built 1988  
**Building Size:** 115,951 SF  
**Typical Floor Size:** 115,951 SF  
**Stories:** 1  
**Land Area:** 12.90 AC  
**Total Avail:** 98,338 SF  
**% Leased:** 78.8%  
**Total Spaces Avail:** 20  
**Smallest Space:** 950 SF  
**Bldg Vacant:** 24598

**Developer:** -  
**Management:** Centro Properties Group  
**Recorded Owner:** Brixmor Property Group

**Expenses:** 2014 Tax @ \$1.79/sf, 2012 Est Tax @ \$1.84/sf; 2010 Ops @ \$4.75/sf, 2012 Est Ops @ \$2.19/sf

**Parcel Number:** 312-00611001001

**Amenities:** Pylon Sign, Temporary Tenants

**Street Frontage:** 983 feet on 86th St  
238 feet on Douglas Ave

**Parking:** 667 Surface Spaces are available; Ratio of 5.29/1,000 SF

| Floor             | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Svs    | Occupancy  | Term       | Type   |
|-------------------|----------|--------------|-------------|---------------------|------------|------------|--------|
| P 1st / Suite 100 | 48,102   | 48,102       | 48,102      | \$5.00/nnn          | 30 Days    | Negotiable | Direct |
| P 1st / Suite 115 | 6,000    | 6,000        | 6,000       | \$5.00-\$8.00/nnn   | Negotiable | 3-5 yrs    | Direct |
| P 1st / Suite 120 | 1,350    | 1,350        | 1,350       | \$5.00-\$8.00/nnn   | Vacant     | Negotiable | Direct |
| P 1st / Suite 125 | 1,350    | 1,350        | 1,350       | \$5.00-\$8.00/negot | Vacant     | Negotiable | Direct |
| P 1st / Suite 130 | 1,350    | 1,350        | 1,350       | \$5.00-\$8.00/nnn   | Vacant     | Negotiable | Direct |
| P 1st / Suite 135 | 8,000    | 8,000        | 8,000       | \$5.00-\$8.00/nnn   | Negotiable | 3-5 yrs    | Direct |
| P 1st / Suite 136 | 1,388    | 1,388        | 1,388       | \$5.00-\$8.00/nnn   | Vacant     | Negotiable | Direct |
| P 1st / Suite 140 | 1,630    | 1,630        | 1,630       | \$5.00-\$8.00/nnn   | Vacant     | Negotiable | Direct |
| P 1st / Suite 145 | 1,440    | 1,440        | 1,440       | \$5.00-\$8.00/nnn   | Vacant     | Negotiable | Direct |
| P 1st / Suite 155 | 1,435    | 1,435        | 1,435       | \$5.00-\$8.00/nnn   | Vacant     | Negotiable | Direct |
| P 1st / Suite 160 | 2,880    | 2,880        | 2,880       | \$5.00-\$8.00/nnn   | 30 Days    | Negotiable | Direct |

## 3701-3799 86th St - Parkwood Plaza(cont'd)



| Floor             | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Sys  | Occupancy  | Term       | Type   |
|-------------------|----------|--------------|-------------|-------------------|------------|------------|--------|
| P 1st / Suite 170 | 1,440    | 1,440        | 1,440       | \$5.00-\$8.00/nnn | Vacant     | Negotiable | Direct |
| P 1st / Suite 175 | 1,440    | 1,440        | 1,440       | \$5.00-\$8.00/nnn | Vacant     | Negotiable | Direct |
| P 1st / Suite 182 | 2,258    | 2,258        | 2,258       | \$5.00-\$8.00/nnn | Negotiable | Negotiable | Direct |
| P 1st / Suite 185 | 6,500    | 6,500        | 6,500       | \$5.00-\$8.00/nnn | Negotiable | Negotiable | Direct |
| P 1st / Suite 190 | 950      | 950          | 950         | \$5.00-\$8.00/nnn | Vacant     | Negotiable | Direct |
| P 1st / Suite 195 | 1,150    | 1,150        | 1,150       | \$5.00-\$8.00/nnn | Vacant     | Negotiable | Direct |
| P 1st / Suite 200 | 2,110    | 2,110        | 2,110       | \$5.00-\$8.00/nnn | Vacant     | Negotiable | Direct |
| P 1st / Suite 205 | 2,200    | 2,200        | 2,200       | \$5.00-\$8.00/nnn | Vacant     | Negotiable | Direct |



## 3303 86th St - Former K's Merchandise



Location: **Former K's Merchandise**  
**Western Suburbs Cluster**  
**Western Suburbs Submarket**  
**Polk County**  
**Urbandale, IA 50322**

Building Type: **Retail/Freestanding**  
 Bldg Status: **Built 1989, Renov 2007**  
 Building Size: **81,936 SF**  
 Typical Floor Size: **81,936 SF**  
 Stories: **1**  
 Land Area: **8.93 AC**  
 Total Avail: **81,936 SF**  
 % Leased: **0%**  
 Total Spaces Avail: **1**  
 Smallest Space: **10,000 SF**  
 Bldg Vacant: **81936**

Developer: **-**  
 Management: **Competitive Edge**  
 Recorded Owner: **Greenspon Property Management Inc**  
 Expenses: **2014 Tax @ \$0.92/sf, 2012 Est Tax @ \$1.16/sf**

Parcel Number: **312-00611021001**  
 CAM: **\$2.50**

Amenities: **Air Conditioning, Signalized Intersection**

Street Frontage: **243 feet on 86th Street**  
**207 feet on Colby Parkway**

Parking: **420 free Surface Spaces are available; Ratio of 5.13/1,000 SF**

| Floor | SF Avail        | Floor Contig | Bldg Contig | Rent/SF/Yr + Sve | Occupancy | Term    | Type   |
|-------|-----------------|--------------|-------------|------------------|-----------|---------|--------|
| E 1st | 10,000 - 81,936 | 81,936       | 81,936      | \$5.00/mmn       | Vacant    | 3-5 yrs | Direct |